

GOVERNOR'S OFFICE OF SMALL, MINORITY & WOMEN BUSINESS AFFAIRS

Prime Contracting in the Small Business Reserve (SBR) Program

Presented by Lisa Mitchell Sennaar Small Business Reserve Compliance Manager

January 27, 2022

- Connect small businesses to greater economic opportunities
- Oversight, monitoring, and compliance of three state procurement programs across 70 state agencies/departments
- Conduct statewide outreach and training programs
- Host online resources for small business growth and development



Maryland is OPEN for Business

The Hogan Administration is focused on growing the private sector, creating new jobs, and improving the statewide economy

SBR Program Enhancement

Executive Order 01.01.2021.01

https://governor.maryland.gov/ltgovernor/wp-content/uploads/sites/2/2021/01/EO 01.01.2021.01.pdf



State Procurement Programs

Small Business Reserve (SBR) Program

- Prime contracting program
- 15% set-aside
- Race and gender neutral
- State-defined small business eligibility standards apply
- Online certification process (eMMA)
- Annual renewal

Minority Business Enterprise (MBE) Program

- Subcontracting program
- 29% aspirational goal
- Race and gender specific
- Application-based certification process
- Annual review

Veteran-Owned Small Business Enterprise (VSBE) Program

- Subcontracting program
- 1% aspirational goal
- 3-Step certification process includes verification of veteran status
- Annual renewal

https://gomdsmallbiz.maryland.go v/Pages/default.aspx



POLL # 1



SBR Program

- Eligibility standards
- Online certification process
- Pipeline for identifying SBR opportunities

SBR Program Background

In 2004, the state created the **Small Business Reserve (SBR) Program,** providing small businesses with the opportunity to participate as prime contractors on state contracts by establishing a unique marketplace where small businesses compete against other small businesses instead of larger, more established companies.

Governor's Office of Small, Minority & Women Business Affairs

SBR Program Rules

66 participating agencies/departments are directed to spend at least 15% of its fiscal year procurement expenditures with qualified small businesses.

SBR Program Rules

Once a solicitation has been designated as "SBR only," an award can only be made to a small business that is certified in the SBR Program.

SBR Program

SBR Program Eligibility Standards

https://gomdsmallbiz.maryland.gov/Pages/sbr-Program.aspx

Governor's Office of Small, Minority & Women Business Affairs

Eligibility Standards

For-profit businesses, other than a broker,

- independently owned and operated
- not a subsidiary of another business
- not dominant in its field of operation at the national level

SBR Industry Thresholds

Industry	Number of Employees	or Gross Sales 3 Recent Fiscal Years
Wholesale	50	\$4 million
Retail	25	\$3 million
Manufacturing Operations	100	\$2 million
Service Operations	100	\$10 million
Construction Operations	50	\$7 million
Architectural and Engineering	100	\$4.5 million

SBR Program Disclaimer

https://gomdsmallbiz.maryland.gov/Pages/sbr-Program.aspx

All vendors receiving payments from the State must be in good standing/active with the Maryland Department of Assessments and Taxation.

Business Entity Search

https://egov.maryland.gov/BusinessExpress/EntitySearch



SBR Payments



\$547 M



All vendors receiving payments from the State must be registered in eMMA.

https://emma.maryland.gov/page.aspx/en/usr/login?ReturnUrl=%2fpage.aspx%2fen/usr/login?ReturnUrl=%2fpage.asp

eProcurement Platform



- State platform launched in July of 2019
- Free to register as a vendor
- Automatically generates notices that are delivered via email based on the (commodities/product & services) identified in the vendor profile
- Will become a full "procure-to-pay" system

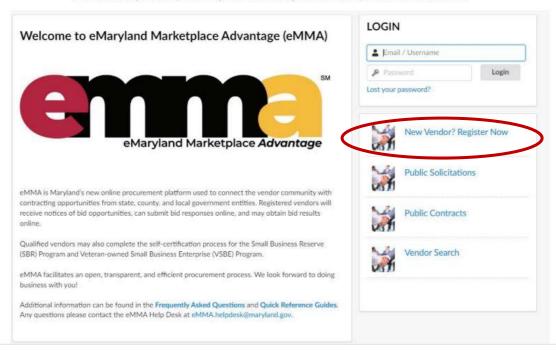


eMMA is also the online certification platform for the SBR and VSBE programs.

Vendor Registration

- Open the eMMA website: eMaryland Marketplace Advantage at https://emma.maryland.gov
- Click "New Vendor? Register now" on right side.

 (* No vendors from the previous system were transferred to eMMA, so all vendors are new.)



eMMA.helpdesk@maryland.gov



Refer back to this web page frequently for updated versions.

Quick Reference Guides (QRGs)

NOTE: QRGs may not display properly unless opened in Adobe Reader.

Please download the QRG from the links below and open it using Adobe Reader.

These eMMA QRGs are updated often, so please clear your cache to be sure that you are viewing the current version of the QRGs. Clearing Cache instructions for major browsers are listed below.

- 1. Google Chrome: https://support.google.com/accounts/answer/32050?hl=en&co=GENIE.Platform%3DDesktop
- 2. Microsoft Edge: https://support.microsoft.com/en-us/search?query=edge%20clear%20cookies%20and%20cache
- 3. Mozilla Firefox: https://support.mozilla.org/en-US/kb/how-clear-firefox-cache
- 4. Apple Safari: https://support.apple.com/gulde/safari/clear-your-browsing-history-sfri47acf5d6/mac
- 5. Opera: https://www.opera.com/use-cases/clean-browser-and-remove-trackers

Vendor QRGs

Follow this link to training for Vendors on registering and for submitting electronic bids.

1 - eMMA QRG Registering
as a Vendor

2a - eMMA QRG
Invite Users to eMMA,
Add Contacts, and Add Roles



Figure 2: Company Information Section

- a. Legal Name* Enter the legal name of your organization.
- Doing Business As/Trade Name If your company operates under a DBA or Trade Name enter it here.
- c. Tax ID Type* Select your tax ID type.
 - EIN Employer Identification Number
 - SSN Social Security Number
 - Foreign Foreign Tax ID
- federal Tax ID* Enter your tax identification number. Enter numbers only. Do not enter special characters.
- e. Organization Type" Use the drop-down box to select one of the following organization types:
- Tax Country* This field automatically populates with United States. Please be sure to change this if your tax country is not the United States.
- g. Company Website Provide your company website address.
- h. Year Established Enter the year your company was established.
- DUNS If your company has a DUNS number, enter it here. If you do not have this information available, you are able to update it after registration. For more information about DUNS visit www.dnb.com/duns-number.html.
- Business Description Provide a short description of your business. This information can be update at any time following registration.

Complete the following fields in the General Business Address section.
 Note: All fields marked with as asterisk (*) are mandatory.



Figure 3: General Business Address Section

- a. Address*: Enter the physical address of your organization.
- b. Address Line 2: Use line 2 to enter additional address information such as office or suite number.
- c. City*: Enter the city where your busines is located.
- d. Zip Code* Enter the zip code where your company is located.
- e. State*: Enter the state where your company is located.
- f. Country*: This field automatically populates with United States. Please be sure to change this if your business is located in a country other than the United States.
- g. Company Telephone*: Enter a main telephone number for your company.
- h. Company Fax: If your company has one, enter the fax number. *
- Company Email: Enter a general email address for your company. Email addresses for individuals within your company will be entered in the Contact Information section and when entering additional users on the business profile.

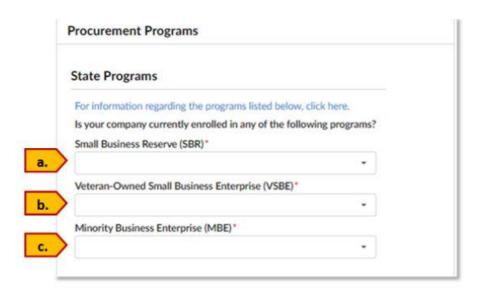
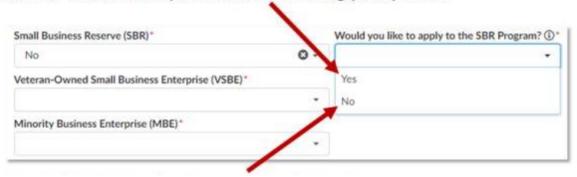


Figure 4: Procurement Programs screen.

- a. Small Business Reserve (SBR)*
 - All vendors registering in eMMA should select No to this question. When No is selected, you will be asked if you would like to apply for the SBR Program.

If you are interested in obtaining your Small Business Reserve (SBR) certification use the drop-down list to select **Yes**. This will add a reminder within your profile to complete the self-certification process after creating your profile.





Minority Business Enterprise (MBE)*

 Select No if you do not already have your Minority Business Enterprise (MBE) certification.



Figure 7: Minority Business Enterprise Question Box

- If you select No you will have the ability to update your profile if you obtain your certification in the future.
- Select Yes if you have obtained your Minority Business Enterprise (MBE) certification through the Maryland Department of Transportation Office of Minority Business Enterprise.



Figure 8: Shows MBE Certification # Box opening when "yes" is selected.

iv. If you select Yes, you will be prompted to enter your MBE Certification Number. If you do not know your certification number, you can look it up in the Directory of Certified Firms at https://mbe.mdot.maryland.gov/directory/.

Complete the fields in the **Procurement Programs, Federal Programs** section.

Use the drop-down list to indicate if your company current has any of the following certifications:



Note: All fields in this section are mandatory.



Figure 10: Contact Information Box

- a. First Name*: Enter your fist name.
- b. Last Name*: Enter your last name.
- c. Job Title*: Enter your current job title.
- d. Email*: Enter your email address. Note: this email address will also be used as your login ID.
- e. Confirm Email*: Re-enter your email address.
- f. Password* Create a password that you will use when logging into your profile. Passwords must include the following:

At least one uppercase character,

At least one lowercase character,

At least one numeric character,

At least one special character, and

At least twelve characters.

g. Confirm Password*: Re-enter the password you created. Be sure to retain this password for your records.

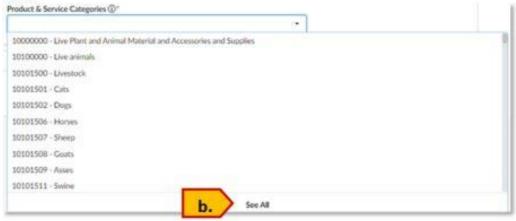
Use the **Product & Service Offerings** drop-down list to select United Nations Product & Service Codes (UNSPSC). Your company will receive email notifications for any contracting opportunity that matches the UNSPS codes selected. To learn more about UNSPSC visit https://www.unspsc.org/.

a. To begin searching for UNSPS codes, click on the Product & Services Categories field. This will



expand the drop-down list of codes.

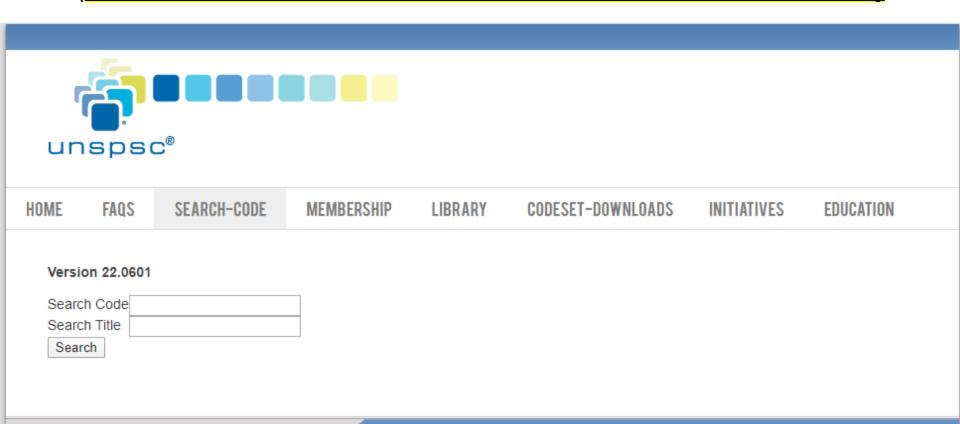
Click on the See All option at the bottom of the screen. This will open the Commodity Selector box.

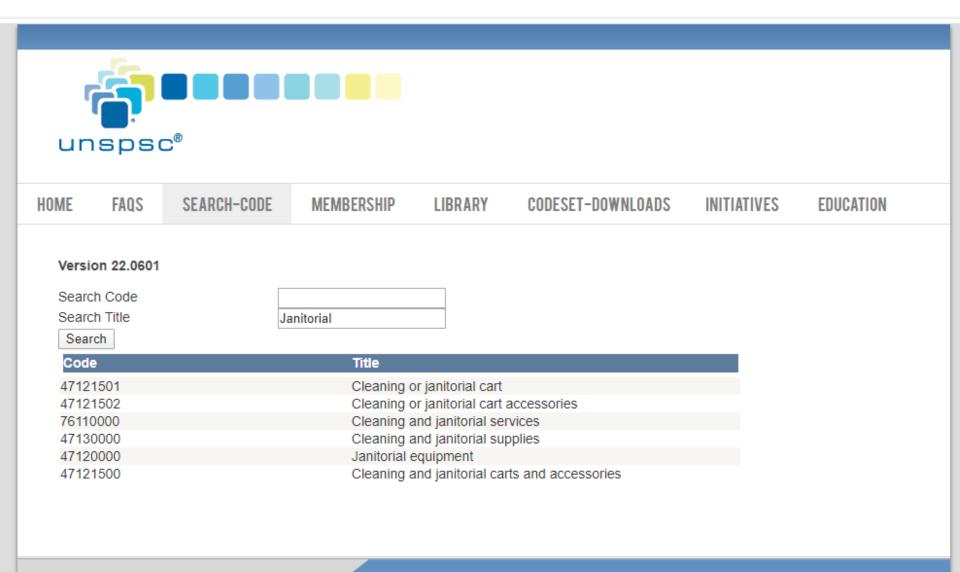


To identify your UNSPSC codes, you can visit this

website: https://www.unspsc.org/search-code.

(UNITED NATIONS STANDARD PRODUCTS AND SERVICES CODE®)







HOME FAQS SEARCH-CODE MEMBERSHIP LIBRARY CODESET-DOWNLOADS INITIATIVES EDUCATION

Version 22.0601

Search Code

Search Title Construction

Search

Code	Title
22100000	Heavy construction machinery and equipment
72150000	Specialized trade construction and maintenance services
72120000	Nonresidential building construction services
30190000	Construction and maintenance support equipment
72110000	Residential building construction services
72140000	Heavy construction services
71120000	Well drilling and construction services
72154600	Animal habitat and enclosure construction and maintenance services
72141000	Highway and road construction services
72141200	Marine construction services
72141400	Detention facility construction and repair services
72151400	Wall covering construction services
30121700	Road and railroad construction materials
22101900	Building construction machinery and accessories

Construction Search (cont'd)

Finding UNSPSC

72151000	Boiler and furnace construction and maintenance services
72151100	Plumbing construction services
72151200	Heating and cooling and air conditioning HVAC construction and maintenance services
71101600	Mine drilling blasting and construction services
71161400	Well construction management services
72141600	Mass transit system construction services
72141700	Construction machinery and equipment rental or leasing services
30000000	Structures and Building and Construction and Manufacturing Components and Supplies
72000000	Building and Facility Construction and Maintenance Services
22000000	Building and Construction Machinery and Accessories
41105905	Library construction kits
71101604	Slope shaft construction service
71101607	Underground roofing construction service
71101608	Bunker construction service
71101609	Underground ventilation construction service
71161413	Well fabrication or construction services
72141601	Light rail construction service
72141603	Railroad and railway roadbed construction service
72141604	Subway construction service
72141701	Construction machinery rental or leasing service
72141702	Construction equipment rental or leasing service

You can also search categories and subcategories of related codes; by going to the following website:

https://www.ungm.org/Public/UNSPSC.





Help Center [2]

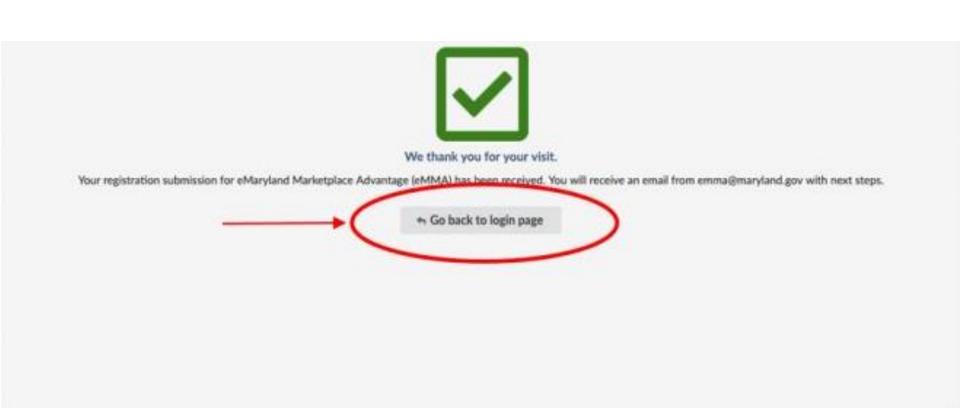
Log in

UNITED NATIONS STANDARD PRODUCTS AND SERVICES CODE (UNSPSC)

The United Nations Standard Products and Services Code® (UNSPSC®) is a global classification system of products and services. These codes are used to classify products and services: in the case of suppliers, to classify the products and services of their company, and in the case of UN staff members, to classify the products and services when publishing procurement opportunities. For more information, read the following articles from our Help Center: What are United Nations Standard Products and Services Code codes? How to select United Nations Standard Products and Services Code codes? Search: information technology

G - Business, Communication & Technology Equipment & Supplies > 43000000 - Information Technology Broadcasting and Telecommunications 🔍 43200000 - Components for information technology or broadcasting or telecommunications J - Services V 80000000 - Management and Business Professionals and Administrative Services 🔍 80100000 - Management advisory services > 80101500 - Business and corporate management consultation services > 80101507 - Information technology consultation services 80110000 - Human resources services 🗸 80111600 - Temporary personnel services V 80111608 - Temporary information technology software developers 80111609 - Temporary information technology systems or database administrators 80111610 - Temporary information technology networking specialists 80111700 - Personnel recruitment 🔍 80111711 - Permanent information technology software developers 80111712 - Permanent information technology networking specialists 80111713 - Permanent information technology systems or database administrators 80111716 - Permanent information technology staffing needs 81000000 - Engineering and Research and Technology Based Services 🔍 81160000 - Information Technology Service Delivery





Any questions after today about your eMMA profile, please contact the eMMA Help Desk at

eMMA.helpdesk@maryland.gov



eMMA <u>Frequently Asked Questions</u> – Online Q&A document that provides answers to commonly asked questions

eMMA Quick Reference Guides – Instruction guides that walk you through completing tasks within the system

<u>Business Support Video Library</u> – Library of videos that provide information on programs, services, resources, and processes that can benefit businesses

DGS YouTube Page – Contains the eMMA Vendor Video playlist that includes instructional videos for eMMA

<u>DGS Vendor Information Page</u> – Information for vendors who wish to do business with the Office of State Procurement

Vendor Quick Reference Guides (QRGs)

Vendor QRGs

Follow this link to training for Vendors on registering and for submitting electronic bids.

1 - eMMA QRG Registering as a Vendor

2a - eMMA QRG Invite Users to eMMA, Add Contacts, and Add Roles

> 2c - eMMA QRG Adding Credentials

2d - eMMA QRG Adding Product and Service Categories

2e - eMMA QRG Navigating and Updating Roles

3 - eMMA QRG Viewing Open Solicitations

4 - eMMA QRG Responding to Solicitations (IFB)

4a - eMMA QRG Submit a Bid to an Amended Solicitation

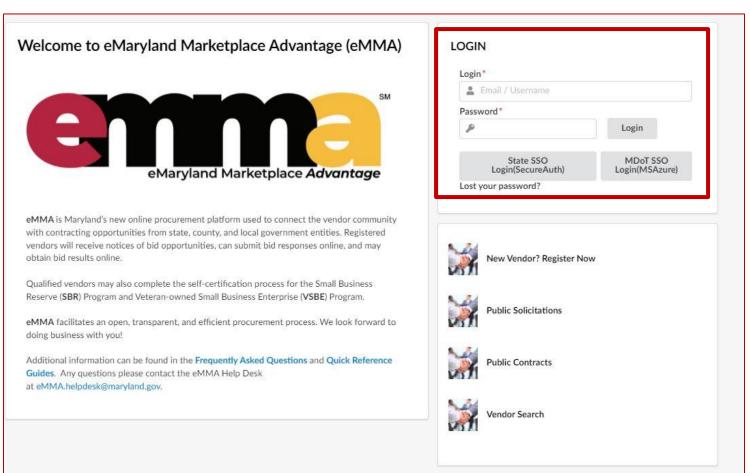
ALERT

Your company's SBR application for certification should only be submitted when:

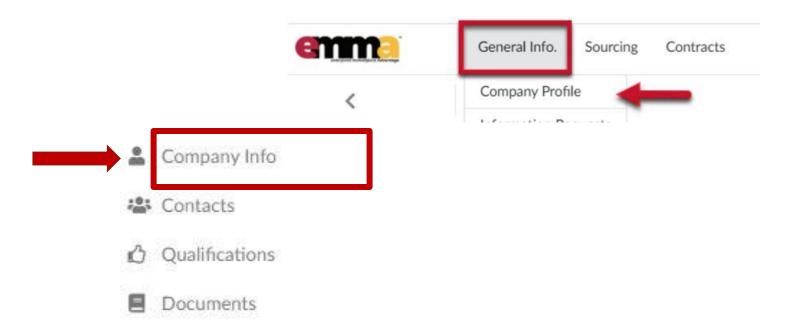
- 1) You are new to the program (Certification)
- 2) You are within 30 days of the anniversary date of your expiration (Renewal) or
- 3) Your certification expired and after the anniversary of your expiration date (Recertification)

Any additional applications will not be processed.

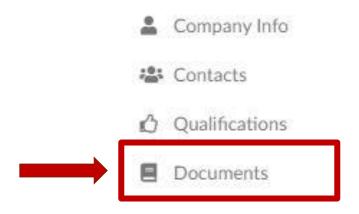
1) Log into your eMMA account- https://emma.maryland.gov.



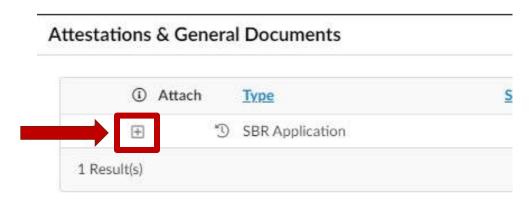
2) Select the "General Information" tab and select "Company Profile", which will direct you to the "Company Info" section.



3) "Under the Company Info" section, to the left of the screen, select the "Documents" tab.



4) Within the "Documents" section, under "Attestations & General Documents," click on the '+' icon to the left of 'SBR Application'.



Complete all required fields marked with a red asterisk (*).

- a. Agreement check box*: Check the box next to I have read and agree to the Small Business Reserve program disclaimer.
- Organization Type*: Select the type of organization for your company.
- c. Is your business independently owned and operated? * Select Yes or No
- d. Is this business a subsidiary of another business? * Select Yes or No
- e. Is this a not-for-profit business? * Select Yes or No
- f. Are you a Broker? * Select Yes or No
- g. Is this business in its field of operation? * Select Yes or No
- Total number of employees on the payroll? *: Enter the number of employees on payroll in your company.



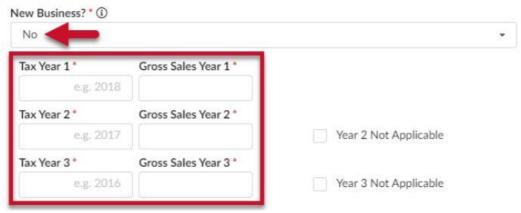
Scroll down to the Gross Sales section.



Figure 9: Gross Sales section.

a. New Business? *: Select if your Business is new by selecting Yes or No.

NOTE: If you select **No** you will be required to fill out your Tax Year and Gross Sales Year Information. As shown below.



Click Save once you have fill out all the required fields.



Figure 11: Save button.

Click Submit Application then close the Documents window.



SBR Certification

NOTE: If you meet the eligibility standards, eMMA will update your vendor profile in the "Company Info" section to reflect Approval Status as Approved.

Your vendor profile update will include your SBR number and establish a one-year Expiration Date (listed in the "Documents" of your account.)

SBR Renewal

NOTE: If you meet the eligibility standards, eMMA will automatically set a new Expiration Date and the Date Status will show as a green dot in the "Documents" section of your vendor profile on your new effective date. Your SBR number will remain the same.

NOTE: Failure to recertify by your expiration date will automatically result in removal from the SBR Program.

For additional assistance, call the Governor's Office of Small, Minority & Women Business Affairs at 410-697-9600 and ask to speak with an SBR Compliance Manager.

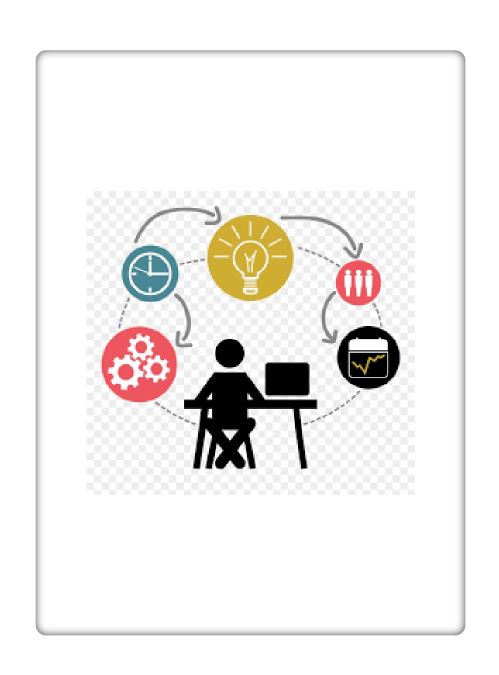
SBR Recertification

NOTE: Failure to recertify by your expiration date will automatically result in removal from the SBR Program.

Upon approval of a SBR Recertification, eMMA will automatically set a new Expiration Date and the Date Status will show as a green dot in the "Documents" section of your vendor profile.

Your SBR number will change.

For additional assistance, call the Governor's Office of Small, Minority & Women Business Affairs at 410-697-9600 and ask to speak with an SBR Compliance Manager.



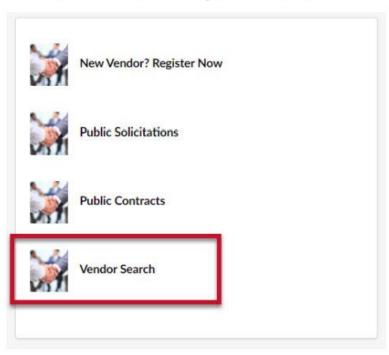
POLL # 2

9 eMMA QRG - Public Vendor Search for Vendors

https://procurement.maryland.gov/wpcontent/uploads/sites/12/2021/01/9-eMMA-QRG-Public-Vendor-Search-for-Vendors.pdf

Governor's Office of Small, Minority & Women Business Affairs

- 1. Access the eMMA portal. (For best results, access eMMA via Google Chrome.)
- 2. Click Vendor Search on the right side of the screen.



Vendor Name	C	ommodities			Areas Served	
Country	St	ate		,		
	•][,		
VSBE Vendo	r	SBR Vendo	r			
eMMA Vendor ID	Company Name	City	State	Zip Code	Vendor Contact	Emai
SUP015416		Hyattsville	MD	20783		
SUP019044		aurora	co	80013	toby cooper	
SUP026546	Affirmed Healthy	Waltham	MA	02453	Sandy Caputo	
SUP017332	Arthur W Burger	Santa Fe	NM	87501	Arthur Burger	
SUP016246	Bellman & Symfon North America	Wilmington	NC	28405	Catherine DeVito	
SUP025316	Biomerieux, Inc.					
SUP028221	Brand Solutions LLC	Irvine	CA	92618	Aman Singha	
SUP020521	BSN Sports US Games				Ellen Ormsby	
SUP017395	CLARK REINFORCING INC.				Kresslin Clark	

Figure 2: List of Public Vendors

Fill out the search fields to filter on vendors based on your needs. You can filter your searches by selecting **Vendor Name**, **Commodities**, **Areas Served**, **Country**, and **State**.

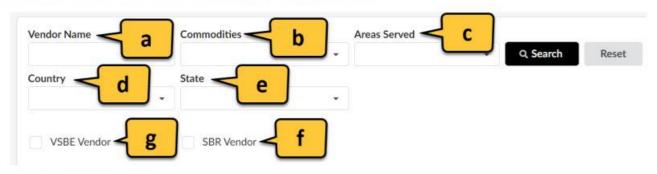
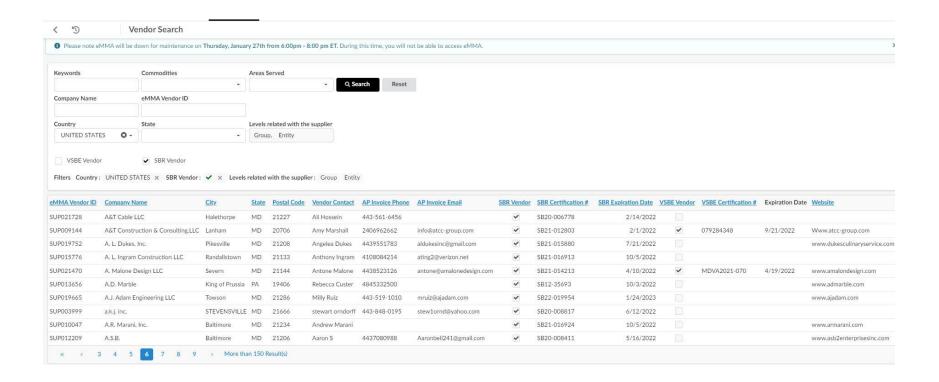


Figure 4: Search fields and filters.

- a. Vendor Name: Type in the name of the
- b. Commodities: Choose the commodity that you are looking for.
- c. Areas Served: Select the areas you are looking for.
- d. Country: Select the country.
 - NOTE: You can only choose 1 country.
- e. State: Select the state that you are interested in.
- f. VSBE Vendor: Check this box if you are searching for a Veteran-owned Small Business Enterprise.
- g. SBR Vendor: Check this box if you are searching for Small Business Reserve Vendors.



Call or email the SBR helpdesk

410-697-9600

Tanita Johnson tanita.johnson1@maryland.gov

Lisa Mitchell Sennaar lisa.sennaar@maryland.gov

Identifying Bid opportunities Through the State Contracting Pipeline

State Contracting Pipeline



SBR Liaison Directory



Agency Websites

Governor's Office of Small, Minority & Women Business Affairs

State Contracting Pipeline



eMaryland Marketplace Advantage (eMMA)

Board of Public Works

Procurement Forecast

Procurement Categories

Small
Procurement
- Category I

Small
Procurement
- Category II

Small
Procurement
- Category III

Formal Procurement

Procurement Categories

Small Procurement – Category I:

- \$5,000 or less
- Can use oral, written, or published solicitation to obtain quotes
- Encouraged to solicit quotes from small & minority businesses
- Award is based on the procurement officer's judgement

Small Procurement – Category II

- \$5,001 -\$15,000
- Can use oral, written, or published solicitation to obtain quotes
- Encouraged to solicit quotes from small & minority businesses
- Award is based on the procurement officer's judgement

Procurement Categories

Small Procurement – Category III:

- \$15,001 \$50,000
- Written solicitation required
- Must be published on eMMA
- Must try to get a least 2 valid quotes
- Awarded to the lowest/best responsive & responsible bidder/offeror

Formal Procurement:

- \$50,000+
- Written solicitation required
- Must be published on eMMA
- Must try to get a least 2 valid quotes
- Awarded to the lowest/best responsive & responsible bidder/offeror

SBR Liaisons

Each of the 66 participating agency staffs an SBR Liaison whose role includes ensuring SBR participation is being maximized at the onset of the procurement process and acting as an advocate for SBR vendors actively working on contracts within that agency.

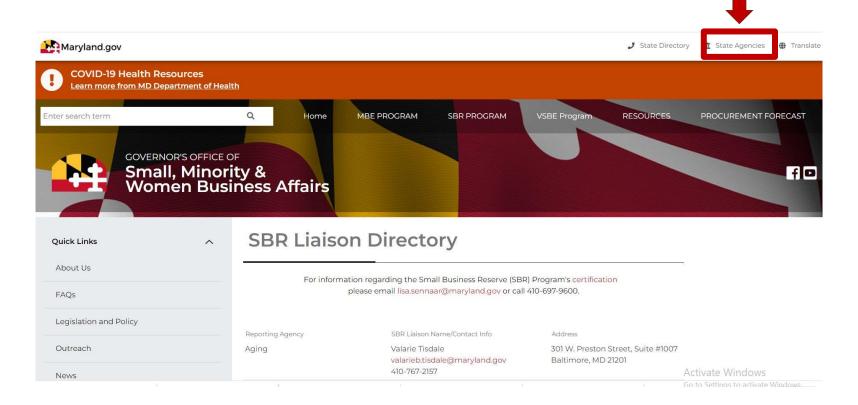
https://gomdsmallbiz.maryland.gov/Pages/SBR-Liaison-Directory.aspx

SBR Liaison Directory

For information regarding the Small Business Reserve (SBR) Program's certification please email lisa.sennaar@maryland.gov or call 410-697-9600.

Reporting Agency	SBR Liaison Name/Contact Info	Address
Aging	Valarie Tisdale valarieb.tisdale@maryland.gov 410-767-2157	301 W. Preston Street, Suite #1007 Baltimore, MD 21201
Agriculture	Lynn McNally lynn.mcnally@maryland.gov 410-841-5902	50 Harry S. Truman Parkway Annapolis, MD 21401
Archives	Teresa Fawley teresa.fawley@maryland.gov 410-260-6405	350 Rowe Blvd. Annapolis, MD 21401
Assessments & Taxation	Tara L. Gray tara.gray@maryland.gov	300 West Preston St., Room 605 Baltimore, MD 21201

Agency Websites

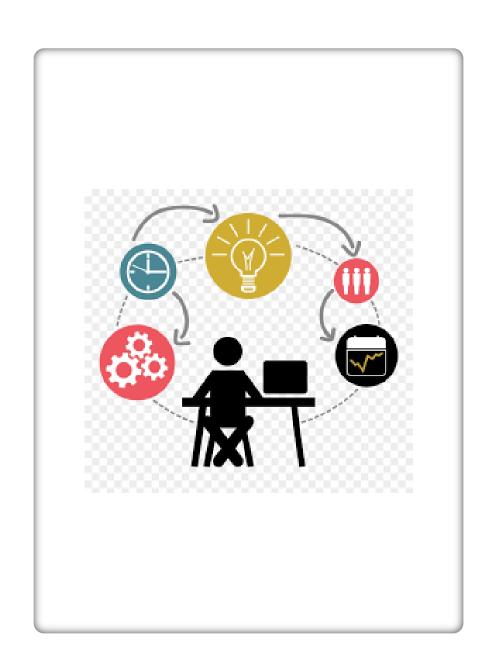


Agency Websites





Governor's Office of Small, Minority & Women Business Affairs



POLL # 3

Identifying SBR Bid opportunities

Now that you have completed your organization's registration in eMMA and SBR Certification, you should begin receiving bid notifications to the email address that was named as the **Primary Contact** for the commodity codes that you selected in your registration. Many of these solicitations should be SBR Designated Only.

Identifying SBR Bid opportunities

To search in eMMA without logging in:

Navigate to the eMMA login page <u>eMMA login</u> <u>page</u> select on the right side below the login and New Vendor links.

You can use the <u>3 eMMA QGR – Viewing Open Solicitations</u> to guide you.

Governor's Office of Small, Minority & Women Business Affairs

Identifying SBR Bid opportunities

Welcome to eMaryland Marketplace Advantage (eMMA)

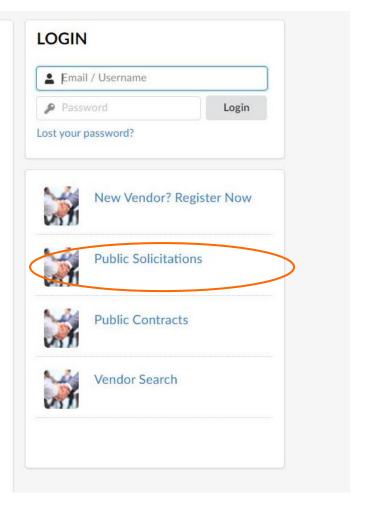


eMMA is Maryland's new online procurement platform used to connect the vendor community with contracting opportunities from state, county, and local government entities. Registered vendors will receive notices of bid opportunities, can submit bid responses online, and may obtain bid results online.

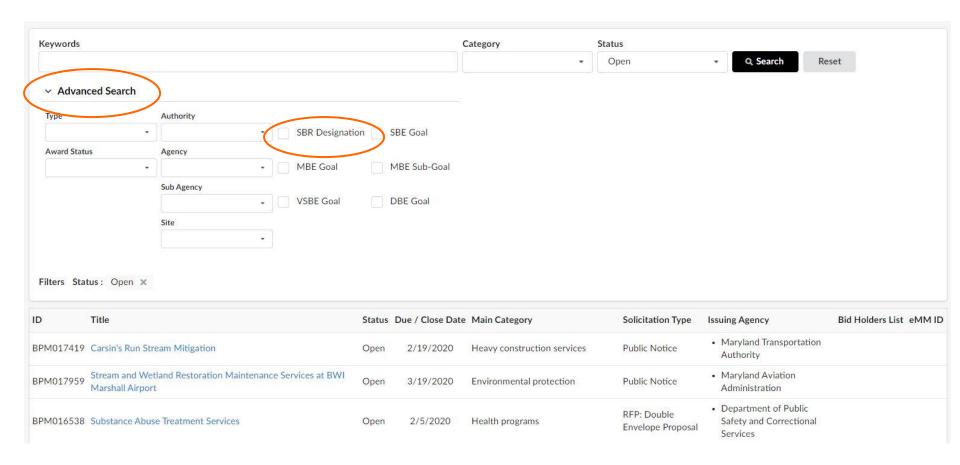
Qualified vendors may also complete the self-certification process for the Small Business Reserve (SBR) Program and Veteran-owned Small Business Enterprise (VSBE) Program.

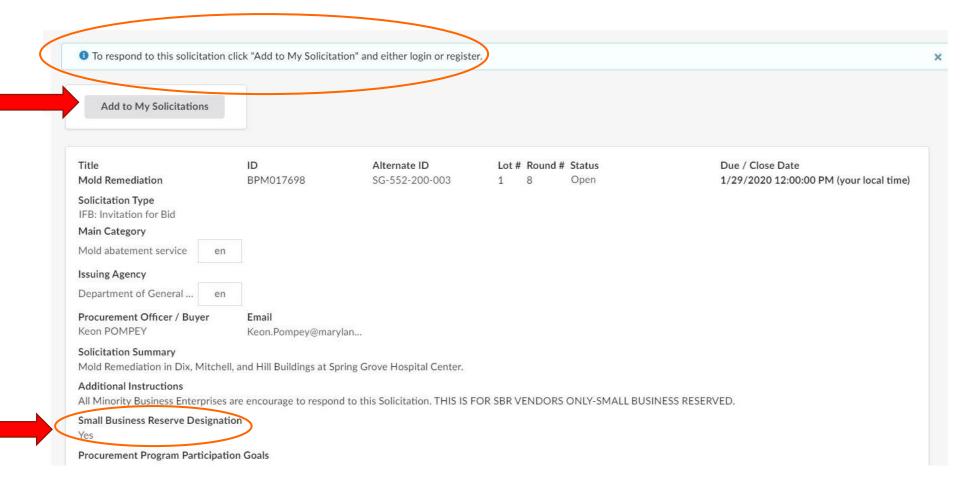
eMMA facilitates an open, transparent, and efficient procurement process. We look forward to doing business with you!

Additional information can be found in the Frequently Asked Questions and Quick Reference Guides. Any questions please contact the eMMA Help Desk at eMMA.helpdesk@maryland.gov.



Viewing Public Solicitations





Board of Public Works

www.bpw.maryland.gov



BPW Meetings



- > Meeting Information
- > BPW Meeting Documents
- > Meeting Calendar

Publications

- > All Publications
- > Reports Due to BPW
- > Advisories
- > Debarments
- > Pending Regulations

About BPW

- > Staff
- > Organizational Chart
- > Directions and Parking
- > About BPW

Board of Public Works



Spotlight

- eMaryland Marketplace Advantage (eMMA) Registration Now Open!
- NASPO State Preference Repository
- · Workforce Healthcare Study Report
- FY 2017 Small Business Reserve Report
- Haven Harbor South: Letter + Report & Recommendation
- · 2020 State Tax Rate

MEETING BROADCAST LIVE

Board of Public Works

www.bpw.maryland.gov

(1) Select from the meeting dates provided

(2) Select "Agenda"



DEPARTMENT OF GENERAL SERVICES

Items to be presented to the Board of Public Works

July 3, 2019

	Pages
Maintenance	1 thru 4
Maintenance Option	5 thru 9
General Miscellaneous	10 and 11
Real Property	12 thru 14
Leases	15 thru 18
Capital Grants and Loans	19 thru 38



DEPARTMENT OF GENERAL SERVICES ACTION AGENDA July 3, 2019



Contact: Eric Lomboy 410.767.7522 eric.lomboy@maryland.gov

1-M. MAINTENANCE CONTRACT

Department of General Services

Contract ID: Unarmed Uniformed Guard Service - District Court Center Caroline County Project No. 001IT821, ADPICS No. 001B0600027

Description: Unarmed Uniformed Guard Service at the Department of General Services/Hargreaves District Court and Multi-service Center in Caroline County.

Procurement Method: Competitive Sealed Bids (Small Business Reserve)

Bids	Amount
Trust Consulting Services, Inc., Waldorf, MD	\$680,240.00
Alexander Security Consultants, LLC, Brandywine, MD	\$698,277.20
Devine Professional Consulting Group, Silver Spring, MD	\$742,617.40
Police Guard Services, Inc., Lanham, MD	\$757,922.00
Universal Security, LLC, Rockville, MD	\$770,327.20
AFSI, Gaithersburg, MD	\$771,190.00
American Protection LLC, Suitland, MD	\$774,600.00

Award Trust Consulting Services, Inc.

Term: 8/1/2019 – 7/31/22

Amount: \$405,730.80 Base Term

\$137,254.60 Option year 1 \$137,254.60 Option year 2

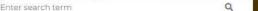
\$680,240.00 = Total including Option Years

MBE Participation: 0%

VSBE Participation 0%

Performance Bond: N/A

Hiring Agreement Eligible: Yes



Home

MBE PROGRAM

SBR PROGRAM

VSBE Program

RESOURCES



W 11 12 70004 100

Small, Minority & Women Business Affairs









Give the latest edition of our Small Biz Bulletin a quick read January 2022

Attention SBR & VSBE Vendors

If you are experiencing problems with certification or recertification in eMMA, call us for assistance at 410-697-9600.

COVID RESOURCES

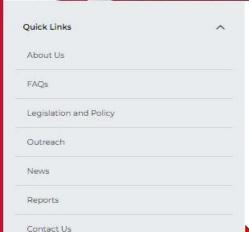
- COVID-19 Information
 Resources for Businesses
- Maryland Unites!
 A-to-Z Resources on COVID-19

TOP WEBSITE PICKS

- · Expanding Opportunities Magazine
- eMaryland Marketplace Advantage (eMMA)
- SBR Liaisons
- MBE Liaisons
- MBE Rights & Responsibilities
- · Procurement Portal
- Maryland Business Express
- · Maryland Entrepreneur Hub
- FY2021 Customer Service Annual Report

VIDEO CLIPS SERIES

- Technicall Training Classroom
- · Business Best Practices
- · Prime Contracting in the SBR Program



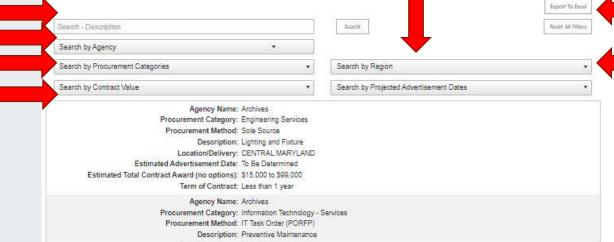
Procurement Forecast Portal

Welcome to Maryland's Procurement Forecast Portal for Fiscal Year 2022.

This database is populated with <u>projected</u> purchases of \$100,000 and above for the current fiscal year. Not all projected purchases will be made as indicated in the Procurement Forecast.

We strongly advise you to connect with the buyer directly for details and updates.

To obtain the contact information of the buyer, download your search results by clicking on "EXPORT TO EXCEL" below.



Maryland Small, Minority & Women Business Affairs HOME MBE PROGRAM SBR PROGRAM VSBE PROGRAM RESOURCES PROCUREMENT FORECAST

Example #1 Search

Quick Links

- > About Us
- > FAQs
- > Legislation and Policy
- > Outreach
- > News
- > Reports
- > Contact Us

Procurement Forecast Portal

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SBR		Search		Export To Exce Reset All Filters	
All items checked	•				
Search by Procurement Categories	•	Search by Region		•	
Search by Contract Value		Coareh by Projected	Advertisement Dates	*	
Agency Name:	University of M	laryland, College Park			
Procurement Category.	Wantenance				
Procurement Method:	Competitive Se	ealed Proposal			
Description:	Electrical (SBF	R)			
Location/Delivery:	SOUTHERN M	IARYLAND			
Estimated Advertisement Date:	To Be Determin	ned			
Estimated Total Contract Award (no options):	\$100,000 to \$5	500,000			
Term of Contract:	5 years or mor	e			

Example #1 Results Partial View

1	А	В	С	E	F	G		J	К	L	M	N
1	Agency Name	Contract Number	Incumbent Name 🔻	Procurement Categ *	Procurement Metho -	Description	▼ E	stimated Total Co.	Term of Contract	PO Name	PO Phone	P0 Email ▼
2	University of Maryland,	12509	Primary Enterprises	Maintenance	Competitive Sealed Pr	Electrical (SBR)	\$	100,000 to \$500,000	5 years or more	Denise Elliott	3014053371	Elliott1@umd.edu
3	University of Maryland,	12510	Amber Enterprises	Maintenance	Competitive Sealed Pr	Electrical (SBR)	\$	100,0 00 to \$500 ,000	5 years or more	Denise Elliott	3014053371	Elliott r@umd.edu
4	, No.											
5												
6												
7												
8												

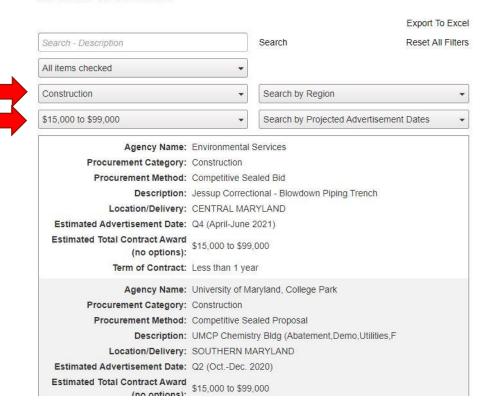
Example #2 Search

Welcome to Maryland's Procurement Forecast Portal for Fiscal Year 2021.

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We strongly advise you to connect with the buyer directly for details and updates.

To obtain the contact information of the buyer, download your search results by clicking on "EXPORT TO EXCEL" below.



Example #2 Results Partial View

						11-		
Procurement Categ -	Procurement Method	▼ Description ▼	Location/Delivery of Service	Estimated Advertisement •	Estimated Total Col	PO Name	PO Phone	PO Email 🔻
Construction	Competitive Sealed Bid	Jessup Correctional - Bio	CENTRAL MARYLAND	Q4 (April-June 2021)	\$15,000 to \$99,008	Salem Alsai	410-729-8200	procurement@menv.co
Construction	Competitive Sealed Pop	oos UMCP Chemistry Bldg (A	AISOUTHERN MARYLAND	Q2 (OctDec. 2020)	\$15,000 to \$99,000	Rex Fitch	(303) 405-5818	3 rnfitch@umd.edu
Construction	Competitive Sealed Bid	MILL AND OVERLAY PA	AFCENTRAL MARYLAND	T. Re Determined	\$15,000 to \$00,000	Courtney League	410767-5516	courtney.league@mar
Construction	Competitive Sealed Bid	UPGRADE AC UNIT IN C	C(CENTRAL MARYLAND	To Be Determined	\$15,000 to \$99,000	Courtney League	410767-5516	courtney.league@mar
Construction	Competitive Sealed Bid	REPLACE GYM FLOOR.	CENTRAL MARYLAND	To Be Determined	\$15,000 to \$99,000	Courtney League	410767-5516	courtney.league@mar
Construction	Competitive Sealed Bid	CLEAN & REPAIR ALL F	FLCENTRAL MARYLAND	To Be Determined	\$15,000 to \$99,000	Courtney League	410767-5516	courtney.league@mar
Construction	Competitive Sealed Bid	REPAIR DAMAGED ARE	E CENTRAL MARYLAND	To Be Determined	\$15,000 to \$99,000	Courtney League	410767-5516	courtney.league@mar
Construction	Competitive Sealed Bid	POWER WASH & SEAL	CENTRAL MARYLAND	To Be Determined	\$15,000 to \$99,000	Courtney League	410767-5516	courtney.league@mar
Construction	Competitive Sealed Bid	FRONT/SIDE ENTRANCE	E CENTRAL MARYLAND	To Be Determined	\$15,000 to \$99,000	Courtney League	410767-5516	courtney.league@mar
Construction	Competitive Sealed Bid	REPAIR/REPL PANIC BA	A CENTRAL MARYLAND	To Be Determined	\$15,000 to \$99,000	Courtney League	410767-5516	courtney.league@mar
Construction	Competitive Sealed Bid	REMOVE 2 UG TANKS (& CENTRAL MARYLAND	To Be Determined	\$15,000 to \$99,000	Courtney League	410767-5516	courtney.league@mar

OUTREACH AND RESOURCES

Register to receive notices of all upcoming classes and workshops at

goMDsmallbiz.Maryland.gov

https://gomdsmallbiz.maryland.gov/Pages/d

efault.aspx







Governor's Office of Small, Minority & Women Business Affairs Governor's Office of Small, Minority & Women Business Affairs sent this bulletin at 01/04/2022 (PM EST



Small Biz Bulletin January 4, 2022

<u>Attention SBR & VSBE Vendors:</u> If you are experiencing problems with certification or recertification in eMMA, assistance is available from our staff by calling 410-697-9600.

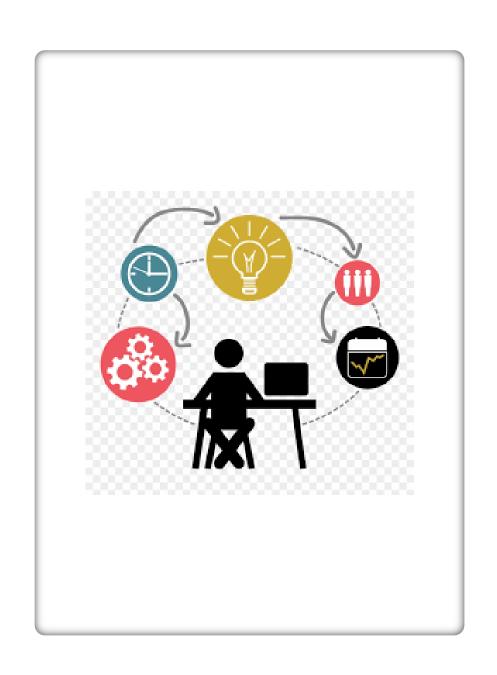
Message from Special Secretary Rhee

As we enter into the new year, I wish you all great prosperity. The word "prosperity" means the state or condition of being successful. We commonly imply success in terms of wealth, forgetting that health and happiness are also conditions of prosperity. Many people measure success independently from their level of happiness. Ebenezer Scroope was successful, but on happy and it took three ghosts to change his perspective. I encourage you all to strive for happiness in 2022. In the work environment studies have found that happy people experience less stress and approach challenges proactively. They are also once productive and have better customer relationships (which



typically result in higher sales). As you form your new year resolutions, strive to reap the benefits of happiness. Don't stress about it, but rather enjoy the process of identifying areas in your professional and personal life where you could let in more happiness. When you cultivate greater happiness, you improve your health and live longer. That is the kind of prosperity we are all seeking.

Jimmy Rhee Special Secretary



POLL # 4



Wrapping Up

- The SBR program provides a unique space for small businesses to compete against each other for prime contracts, instead of larger companies and is governed by Maryland statutes and regulations
- SBRs vendors were paid over half billion dollars in FY2020
- SBR certification through eMMA is very simple
- The more registered SBR vendor's there are, the more robust Designated SBR opportunities Procurement Officers can create
- The Governor's Executive Order has expanded the pipeline for Procurement opportunities for SBRs
- Category I & II Small Procurements are the hidden potential opportunities

Call or email the SBR helpdesk

410-697-9600

Lisa Mitchell Sennaar lisa.sennaar@maryland.gov

Tanita Johnson tanita.johnson1@maryland.gov